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EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

April 6, 1979

0616-0619 Food products (United Arab Emirates). Interested in following food products and requests CIF Dubai/Sharjah prices, delivery schedule and payment terms.: Canned juices (not frozen concentrate), orange, pineapple, tomato. Salted or roasted nuts: peanuts, cashews, mixed nuts. Rice: parboiled, American long-grain; Coffee: instant, roasted (pure) coffee. Bank ref: The Commercial Bank of Dubai Ltd., Post Box No. 677, Sharjah, U.A.E. (Owned by Chase Manhattan Bank). Contact: Ms. S. Mukerji, Haris Al-Afaq Ltd., P. O. Box 3586, Dubai, United Arab Emirates. Telex: 46519 DUBAI. Phone: DUBAI 282731, 283623/4/5/ and 283704. Cable: ALAFAQ, Dubai

0620 Grocery line (France). Interested in contacts with U.S. suppliers of granulated beet sugar and tablet sugar in consumer units for restaurants, powdered sugar, milled rice, packed in 10 lb. bags, canned pineapple, canned fruits, tomatoes canned, concentrate, and tomato pulp and puree for pizzas. Importer of food products for restaurants. Marketing territory: Paris area. Bank ref: Societe Generale, Montreuil. Contact: Mr. Baranes, President, Proditalia, 8, Rue Saint-Antoine, 93100 Montreuil, France. Phone: 858-84-16.

0621-0622 Beef, pork (Mexico). Interested in about 3,000 mt annually of beef, carcass (High, Good and Choice); Also quote on slaughter Good and Choice steers and slaughter hogs. 3,000 mt of pork, carcass, U.S. 1, 150-180 lbs. Requests replies by telex with prices, terms, and approx. time of delivery to Nogales, Arizona. Contact: Jose Guiterrez, Mexquital Del Oro, S.A., P. O. Box 138, Hermosillo, Sonora, Mexico. Phone: 2-21-00. Telex: 058-853.

0623 Canned baby foods (Honduras). Interested in direct purchase and exclusive distributorship for a complete line of baby food. Requests CIF offers against a Letter of Credit. Contact: Roberto Mendez P., Manager, Montedison Farmaceutica, S.A., P. O. Box 76-C, Tegucigalpa, D.C., Honduras, C.A.

0624 Salt (Belgium). Agent for West African firm wants 500 metric tons per month of salt in jute or polyethylene bags, all sizes up to 50 kg. Quote FOB U.S. ports or CIF Lagos, West Africa. Bank ref: Belgo Centrade Bank N.V. Contact: Fr. Declercq, Multraship P.V.B.A., Bredastraat 124, B-2000 Antwerpen (Belgium). Telex: 71581 MULTRA B. Phone: 031/34.24.66.

0625-0626 Lentils, pulses (West Germany). Interested in dried lentils, and other pulses, quantity so far unknown, but regular purchases are intended when quality and price are acceptable. Usual export packaging, shipment as soon as possible. Quote CIF and C&F European ports. Bank ref: Deutsche Bank AG, Hamburg. Contact: Herbert Dittmer, Herbert Dittmer (Broker and Agent), 2000 Norderstedt 3, Ulzburger Strasse 77, West Germany. (P. O. Box 3149). Telex: 02-174-337 (ANSWER BACK: DIFI D). Phone: 040-525 31 32. Cable: DIFI Hamburg.

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0627 Confectionery products (West Germany). Wants children's confectionery novelties: sweets, chocolates, lollies, candy bars, chocolate bars, chocolate wafer bars, chewing gums. To be sold in supermarkets. Company sells to food wholesalers and supermarket chains. Maintains 9 warehousing/distribution centers in Germany. Bank ref: Kreissparkasse in 4000 Dusseldorfdux. Contact: Bernd Korbmacher, Purchasing Manager, Utermann GMBH, Rather Str 25, 4000 Dusseldorf 30, Germany. Phone: 0211/485050. Telex: 8584465.

0628-0629 Pulses, lentils (Sweden). Wants to buy about 100 mt annually of dry peas, beans (especially Great Northern beans No. 1), and lentils. Bank ref: Goetabanken. Contact: K. Kefalidis, Mini Hellas HB, Vasagatan 12, S-560 10 Skillingaryd, Sweden. Telex: 70128 STILEXO S. Phone: 0370/715 00.

0630 Onions (Japan). Wants 3000 mt of Fiesta type fresh onions this autumn, & dried onion powder on continuous basis for sauce production. Also seeking distributors of onion peelers. Will come to the U.S. to visit with suppliers. Contact: Takeshi Saito, Fuyo Enterprises, Inc., 4-7-17-607, Toyo, Koto-Ku, Tokyo 135, Japan. Phone: 649-0320. Cable: HIBISCUS, Tokyo.

0632 Rice (Cameroon). Importer and distributor of foodstuffs and construction materials is interested in an undisclosed quantity of American rice in 100 lb. bags & other containers. Requests CIF quotations Douala, Cameroom. Contact: Moussa Housseini, ETS Koumay, B. P. 448, Garoua, Cameroon. Phone: 27 15 59.

0633 Wheat flour (Cameroon). Interested in buying white wheat flour packed in 100 lb. bags. Requests CIF prices, Douala, Cameroon. Contact: Prosper Onguene, ETS Socamex, B.P. 1437, Douala, Cameroon. Phone: 42 60 69.

0634 Small animals, pets (Germany). West Berlin Zoological wholesaler would like to get in touch with U.S. suppliers of Zoological requisites, small animals and pets. correspondence preferably in German. Quote CIF German port, if possible. Contact: Herrn Bruno Scheudientst, Zierfischhandel Scheudientst, Krantor Weg 34, D-1000 Berlin 26, Germany. Phone: 030 431-96-63.

0635-0636 Canned fruits, corn, frozen cherries (West Germany). Wishes to buy (a) canned fruits, peaches, fruit cocktail, RSP cherries; (b) canned corn, vacuum pack, 12 oz. cans; and (c) individually quick frozen RSP cherries. Quantity so far unknown, but regular purchases are intended if quality and price are acceptable. Producer responses preferred. Quote FAS or FOB port of Embarkation or C&F European port. Bank ref: Deutsche Bank AG, Hamburg. Contact: Peter Stelter, Hans Warnke, Import Agenct, P. O. Box 10 65 25, Schauenberger Str. 55, 2000 Hamburg 1, West Germany. Telex: 02-12221 (ANSWER BACK: HAWE D). Cable: HAWANEK, Hamburg. Phone: 040-36 22 57.

0638 Hides (Japan). Wants to buy raw cow hides. Will purchase a container load at regular intervals. Requests sample. Packaging: Salted, ordinary export packing. Delivery to be determined upon receipt of specific information. Bank ref: Umeda Kitaguchi Branch, Sumitomo Bank, Osaka. Contact: Ms. Yoshiko Umeda, Yoshiko Umeda, 1-21 Kobana, Kawanishi City, Hyogo Ken 666, Japan. Telex: 5253-229 YTC OSA. ATTN: Watanabe. Phone: 0727-59-9559.

0639 Dietetic foods (Egypt). Requests catalogs and price list CIF Alexandria for canned dietetic foods. Contact: Ahmed El Embabi, Manager, Amoon Import/Export Corp., 15, 26 July Street, Cairo, Egypt. Phone: 755470.

0640 Health foods (Japan). Canned health foods that are protein enriched, vitamin enriched and of low caloric value for the diet conscious. Catalogs and CIF Kobe port price desired. Bank ref: Nishinihon Sogo Bank, Ropponmatsu Branch, 2-3 Kusagae 2-Chome, Chuo-Ku, Fukuoka 810 Japan. Contact: Teruo Deguchi President, Horin Fukuoka K.K., 3-28 Takatori 2-Chome, Nishi-Ku, Fukuoka 814 Japan. Phone: 092-851-9051.

0641 Rice (Belgium). Agent for West Africa wants parboiled rice, 7,000-10,000 metric tons every two weeks, from 5-20 percent broken, in 50 kilo jute or polyethylene bags. Quote CIF Lagos, West Africa. Bank ref: Belgo Centrade Bank. Contact: Fr. Declercq, Multraship PVBA, Bredastraat 124, D-2000 Antwerpen (Belgium). Telex: 71581 MULTRA B. Phone: 031/34.24.66.

0642 Slaughter house waste (Sweden). Wants container loads of poultry slaughter-house waste in liquid form for pet food, also poultry meatmeal. Quote C&F. Bank ref: Goetabanken. Contact: Kurt Nylen, Elof Hasson, Foersta Laanggatan 19-21, S-413 27 Gothenburg, Sweden. Phone: 031/12 46 00.

0643-0645 Cigarettes, smoking tobacco, cigars (Surinam). Interested in U.S. cigarettes, smoking tobacco, and cigars. Seeks contact with U.S. manufacturers and/or suppliers of these commodities which are not already represented in Surinam. Bank ref: De Algemene Bank, Nederland, Kerkplein 1, Paramaribo. Contact: N. V. Intermex, Industrieweg 2, Paramaribo, Surinam. ATTN: E. W. Lieuw A Sen.

0646-0648 Dried currants, raisins, almonds (Surinam). Seeking contact with suppliers of dried currants, raisins and shelled almonds, bitter and sweet. Bank ref: De Hakrin Bank, NV Dr Sophie, Redmondstraat 13-15 Paramaribo. Contact: B. Tjoe Fat, Universal Importers, Prins Hendrikstraat 82, Paramaribo,Surinam. Cable: BENTRACO Paramaribo.

0649-0650 Angus breeder stock, semen (Argentina). Interested in unspecified quantity of Red Angus breeder stock and 200-500 capsules of Red Angus frozen semen. Delivery this calendar year 1979. Bank ref: Boston Bank, Buenos Aires. Contact: Eduardo V. Cimino Ross, Cabana San Octavio, Azcuenaga 742, 1638 Vicente Lopez, Prov. Buenos Aires, Argentina. Phone: 791-0953.

0651 Food ingredients (Germany). Wants to buy agricultural raw stock, such as corn gluten, soybean grit, fish meal (for human consumption) etc., for food industry. Powdered eggs, chicken concentrates, spice mixes (e.g. spaghetti mixes). Firm is a well-known producer of soups, gravy mixes, and special foods. Bank ref: Deutsche Bank AG, 4000 Dusseldorf. Contact: O. Weischede, Purchasing Manager, Zamek-Narungsmittelfabriken, Kappeler St 149-167, Dusseldorf, Germany. Phone: 0211/743051. Telex: 8582247.

0652 Shrimp (Japan). Wants individually quick frozen raw peeled shrimp. Will purchase a container load at regular intervals. Quality and other requirements: Individually quick frozen, pink color, and 100-200 pcs. per pound. Bank ref: Sanwa Bank, Sannomiya Branch, Kobe. Contact: H. Otsuka, Manager, Trade Department, Sanko & Co., Ltd., 1, 5-Chome, Isogami-Dori, Fukiai-Ku, Kobe 651, Japan. Telex: 5623-250 Sankold. Cable: SANKOLTD, Kobe. Phone: 078-231-4751.

0653 Foodstuffs (Cyprus). Recently established firm representing several companies wants to contact U.S. suppliers of dried beans, blackeye peas, condensed milk, refined sugar, luncheon meats, boiled ham, canned tuna, canned sardines, margarine and refined corn oil. All items should be in consumer packs. Contact:

Berdji Hatsakordzian, Managing Director, Berino Ltd., P. O. Box 1360, Nicosia, Cyprus. Phone: (021) 51236. Cable: BERINO. Telex: 2626.

0654 Corn (Pakistan). Wants 3,000 mt of corn. Request quotations by telex C&F Karachi with 3% commission. Bank ref: Habib Bank, Plaza Central Branch, Karachi. Contact: Basharat Brothers, P. O. Box 5955, Karachi-2, Pakistan. Telex: 23839 SALIM PK. Cable: BASHARCHEM. Phone: 224597, 229046, 234309.

0655 Soybean seed (Syria). Government agency wants 25 mt of soybean seed, Calland variety. 1978 crop, purity 99%, min. germination 90%, max humidity 10%, max impurities 0.5%, oil content not less than 18%. New jute bags of 50 kilos each gross. Delivery before May 30, 1979. Quote CIF Damascus International airport. Also interested in early soybean varieties with 90-120 days maturity and resistent to iron deficiency. Bank ref: Commercial Bank, Branch #6, Damascus. Contact: Dr. A. K. Eido, Director General, General Organization for Fodder, P. O. Box 4797, Damascus, Syria. Telex: 11089 SY. Phone: 221689. Cable: ALAF, Damascus.

0656 Grain (Morocco). Union Des Societes Cooperatives Agricoles Marocaines (USCAM) seeks direct contact with U.S. grain export and cooperatives not already represented in Morocco. USCAM comprises storage facilties totaling approximately 600,000 tons of domestic and imported grain, and has government-guaranteed hard currency financing of approximately $30 million in 1978/79. Contact: Redouane Boujamaa, Director, Union Des Societes Cooperatives Agricoles Au Maroc (USCAMO), B.P. 501, Casablanca, Morocco. Telex: 23761. Phone: 26 60 79, 27 13 18.

0657-0658 Vegetable oils (Syria). Tender with closing date April 24 for (a) 2,000 mt fully refined soybean oil, (b) 2,000 mt fully refined cottonseed oil, and (c) 2,000 mt fully refined sunflowerseed oil. Soyoil according U.S. condition AOCS method free fatty acid as OLICC Max 0.05%. Cottonoil yellow or white according U.S. condition AOCS method free fatty acid 0.25% to 0.05 max. Sunoil free fatty acid 0.08% max. Packing tins 16-18 kilos. Bearing brand and weight in Arabic and contained in export carton. 1,000 mt each oil May shipment, 1,000 mt June shipment. Quote C&F Liner terms Latakia. Offers to be sent by cable or telex. Full details from firm listed below. Contact: Salem Haddad, Managing Director, Foreign Trade Organization for Chemicals and Foodstuffs (GEZA), P. O. Box 893, Damascus, Syria. Telex: 11009SY or 11370SY, Geza. Cable: GEZA, Damascus. Phone: 228521 or 118919.

0659-0660 Pulses, lentils (Spain). Wants lentils, beans (White and Red) and chickpeas, quantity subject to quality and price. Advise quality available. Packaging: 25-50 kilo sacks. Advise other packaging available. Quotations: CIF Barcelona and Tarragona (in containers if possible). Delivery through crop year. Would like to establish contact with reliable growers-producers willing to export their products direct and maintain even and excellent quality. Samples required before making firm orders. Bank ref: Banca Catalana, Hispano Americano. Contact: Javier Satrustegui, Carconsa, Paseo Colon, 4-San Sebastian, Spain. Telex: 36233 JORSA E. Phone: (943) 28 45 00.

0661-0662 Lentils, white beans (Spain). Wants two container loads each of lentils, regular #1 USA and regular #1 USA/can, and two container loads of Great Northern white beans. Packaging: 50 kilo jute sacks (B/N). Quote CIF. Delivery Sept-Oct. Bank ref: Central, Exterior De Espana. Contact: Jose M. Carratala-Iglesias, Hispana De Frutos Y Cereales De Ultramar, S.A., Trinidad Grund, 2-Malaga, Spain. Telex: 77470 HIFC E. Phone: (952) 22 73 50.

0663 Foodstuffs (Egypt). Interested in a complete range of supermarket supplies. Quote CIF Alexandria. Bank ref: Societe Arab Int Des Banques-Bustan Street, Cairo. Contact: Moustafa A. Zaki, The Arab Consultants, 1, Talaat Harb Square, Cairo, Egypt. Cable: ARACONANCE - Cairo. Phone: 756291.

0664 Queen bees (England). Wants to buy U.S. queen bees, old French Black origin, type which can survive in colder climates. In 7-3 lb. packages or 70-100 queens. Bees must not be too docile. Contact: John Patrick Lee, L. P. Apiaries Ltd., No. 7 Ashley Park Road, Rust Hall, Tunbridge Wells, Kent TNA 8SY, England. Phone: 0892-34209.

0665-0669 Canned corn, pineapple, fruit cocktail, peaches, dried fruits, fresh apples (Egypt). Wants monthly shipments of 1,000 cartons each of canned corn, canned pineapple, canned fruit cocktail, canned peaches, dried fruits, and fresh apples. Best quality, immediate shipments. Quote C&F Port Said. Bank ref: Bank Misr, Sultan Hussein Branch, Port Said. Contact: Fahmy Moustafa Mirdan, P. O. Box 117, Port Said, Egypt. Telex: 54260 FHDN UN. Phone: 4806/2066. Cable: FAHDAN, Port Said.

0670 Variety meats (England). Wants container loads of all frozen variety meats, standard packaging. Wishes to deal direct with Abbatoir packers. Quote CIF U.K. port. Bank ref: Lloyds Bank Ltd., West Smithfield, London EC1. Contact: W. W. Giles, W. W. Giles (Smithfield) Ltd., Cranbrook House, Redlands, Coulsdon, Surrey CR32 HT, England. Telex: 949974. Phone: 01-668-9344.

0672-0675 Popcorn, pulses, lentils (Venezuela). Brokerage firm wishes to represent U.S. suppliers of popcorn, dry peas (green, yellow, split or whole), lentils, and black, red and white beans. Popcorn in 25 lb jute bags, others in 100 lb. jute bags. Sanitary permit from country of origin is required. Quote CIF La Guaira. Bank ref: Banco Exterior, C.A. Contact: Juan Gil Gimenez, Exportaciones Y Representaciones Hive, Apartado De Correos 19085, Caracas 101, Venezuela. Telex: 24204 AEROB. Cable: EXHITE. Phone: 41 72 61.

0637 Rice (Chile). Wishes 5,000 metric tons of long grain polished rice, max. 35% broken grains in jute bags of 50-80 kilograms and/or carton of 20 boxes of one kilogram. Delivery period 90 days. Quotations CIF Valparaiso. Credit offers appreciated. Bank ref: Banco Comercial De Curico, Curico, Chile. Contact: Federico Munoz, Arrocera el Volcan, Carmen 940, Curico, Chile. Phone: 220, CURICO, Chile.

Foreign Trade Developments

Chilean Food Study - a commodity identification study for Chile has been published by the Foreign Agricultural Service in cooperation with the Wisconsin State Department of Agriculture. The report provides market background information, a list of U.S. agricultural products and processed foods with market potential in Chile, and a list of buyers and end-users of these products. For copies of the Chilean Food Study write to: Export Trade Services Division, Room 4945-South Building, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D. C. 20250.

New Publication

Export opportunities in the institutional and catering industries of Belgium are described in a new 40 page report prepared for the Foreign Agricultural Service. The report includes the names of some of the principal Belgian importers and trade associations; and exhibitions and trade shows at which institutional foods will be promoted this year. Copies of the Report Belgian Institutional and Catering Industries are available by writing Export Trade Services Division, Room 4945-South Building, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D. C. 20250.

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